

DOCKET SECTION

BEFORE THE
POSTAL RATE COMMISSION
WASHINGTON, D. C. 20268-0001

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POSTAL RATE & FEE CHANGES, 1997

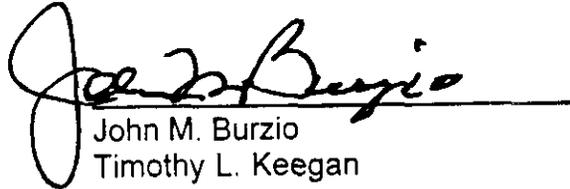
Docket No. R97-1

RESPONSES OF TIME WARNER INC. TO INTERROGATORIES
OF THE UNITED STATES POSTAL SERVICE (USPS/TW-1-34)
(February 5, 1998)

Time Warner Inc. (Time Warner) hereby provides its responses to the following interrogatories of the United States Postal Service: USPS/TW-1-34 (filed January 22, 1998). Time Warner filed an objection to portions of these interrogatories on January 2, 1998.

Each interrogatory is stated verbatim and followed by the response.

Respectfully submitted,



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RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-1. For each year fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide a list of publications published by your company and mailed at second-class regular or periodical regular rates.

Response

1986:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
MONEY
PEOPLE
DISCOVER
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
CREATIVE IDEAS FOR LIVING
PARENTING
WORKING MOTHER
MC CALL'S
WORKING WOMAN

1987:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
MONEY
PEOPLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
CREATIVE IDEAS FOR LIVING
PARENTING
WORKING MOTHER
MC CALL'S
WORKING WOMAN

1988:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
MONEY
PEOPLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
TRAVEL SOUTH
PARENTING
BABY
WORKING MOTHER
MC CALL'S
WORKING WOMAN

1989:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
TRAVEL SOUTH
SOUTHPOINT
PARENTING
HIPPOCRATES
WORKING MOTHER
WORKING WOMAN

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-1 Response Continued

1990:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
TRAVEL SOUTH
SOUTHPOINT
PARENTING
HIPPOCRATES
IN HEALTH
WORKING WOMAN
WORKING MOTHER
SUNSET

1992:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
TRAVEL SOUTH
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
WORKING WOMAN
WORKING MOTHER
SUNSET
MARTHA STEWART LIVING

1991:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
TRAVEL SOUTH
PARENTING
BABY TALK
HIPPOCRATES
IN HEALTH
WORKING WOMAN
WORKING MOTHER
SUNSET
MARTHA STEWART LIVING

1993:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
SUNSET
MARTHA STEWART LIVING
VIBE

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-1 Response Continued

1994:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
IN STYLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
SUNSET
MARTHA STEWART LIVING
VIBE

1996:

TIME
TIME FOR KIDS
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
IN STYLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
WEIGHT WATCHERS
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
SUNSET
MARTHA STEWART LIVING
THIS OLD HOUSE
VIBE

1995:

TIME
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
IN STYLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
SUNSET
MARTHA STEWART LIVING
THIS OLD HOUSE
VIBE

1997:

TIME
TIME FOR KIDS
LIFE
FORTUNE
SPORTS ILLUSTRATED
SPORTS ILLUSTRATED FOR KIDS
MONEY
PEOPLE
ENTERTAINMENT WEEKLY
IN STYLE
PROGRESSIVE FARMER
SOUTHERN LIVING
COOKING LIGHT
SOUTHERN ACCENTS
WEIGHT WATCHERS
COASTAL LIVING
PARENTING
BABY TALK
HIPPOCRATES
HEALTH
SUNSET
THIS OLD HOUSE

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-2. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please [provide] for each publication listed in response to interrogatory number 1 the following information:

- a) The number of issues mailed
- b) The average number of editions (versions) per issue.
- c) An indication of the kind or type of each version.

Response

In keeping with regulations established by the U.S. Postal Service, Time Inc. only retains mailing data for three years. Therefore the attached electronic spreadsheet reflects the data for calendar years 1995, 1996, and 1997. We have also located a limited amount of data from 1988 and 1989 which has been incorporated into the spreadsheet.

- a) See the attached electronic spreadsheet. The data are in a Microsoft Excel file titled "Interog". This spreadsheet contains data for TIME, TIME FOR KIDS, SPORTS ILLUSTRATED, SPORTS ILLUSTRATED FOR KIDS, PEOPLE, ENTERTAINMENT WEEKLY, LIFE, FORTUNE, MONEY, AND IN STYLE. We are attempting to compile data for the other titles listed in the USPS/TW-1 response and will submit that data as soon as it becomes available.
- b) Time Inc. does not track or retain information on the average number of editions (versions) per issue. The number of editions or versions is no longer a relevant statistic for Time Inc. magazines, since we invested millions of dollars to utilize selective binding starting on January 1, 1990. Selective binding allows us to combine multiple editions into a single bundle. As an example, prior to the start of selective binding, a given carrier route could have received three separate bundles of TIME Magazine, one containing the Top Income edition, one containing the Students edition, and one containing the Regular edition. With selective binding, this

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-2 Response Continued

same carrier would receive one bundle containing all three editions. To illustrate this point, we have compared the percent of carrier route mail from 1988 versus 1997 and the improvements are significant. TIME Magazine had 69% of its copies sorted to the carrier route level in 1988 versus 87% carrier route in 1997. SPORTS ILLUSTRATED's carrier route percentage increased from 73% in 1988 to 87% in 1997. PEOPLE's carrier route percentage rose from 57% in 1988 to 76% in 1997. Money's carrier route percentage grew 10%, LIFE grew 7%, while FORTUNE increased from 18% to 41% during this same nine year period. Overall, the Time Inc. New York based magazines increased their carrier route presort levels from 65% in 1988 to 82% in 1997. Surely, this type of improvement should have had a positive impact upon mail processing costs. Instead, Periodicals Class mail processing costs have outpaced postal wages, inflation, and all other classes of mail during this period. An Excel electronic spreadsheet titled "Inter" details this information and is attached.

- c) No data are available. Time Inc. does not track the types of versions, but each version is differentiated by one or more of the following characteristics: Consumer Marketing efforts such as cover wraps which indicate the subscriber's expire information, Demographic Advertising which can be split similarly to the example used in item (b) above or via a custom list match, or an Editorial Edition such as Golf Plus which is included in copies of SPORTS ILLUSTRATED that are delivered to golfers. In spite of this demographic complexity, by employing selective binding we provide fewer bundles to the Postal Service. Once again, this can be seen in the dramatic increase in carrier route presort as noted in the response to item (b) above.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-3. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the total volumes mailed at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1.

Response

In keeping with regulations established by the U.S. Postal Service, Time Inc. only retains mailing data for three years. Therefore the attached electronic spreadsheet reflects the data for calendar years 1995, 1996, and 1997. We have also located a limited amount of data from 1988 and 1989 which has been incorporated into the spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-4. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular required presort rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet. It should be noted that basic presort levels increased slightly in 1996 and 1997 as the result of reclassification implementation in June, 1996. At that time, the USPS mandated separate packaging of barcoded and unbarcoded mail. Prior to reclassification, both barcoded and unbarcoded copies could be combined into the same bundle as long as the copies had the same presort level. Reclassification required the segregation of barcoded and unbarcoded copies which diluted presort and caused an increase in basic presort levels.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-5. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular 3-digit city/5-digit presort rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-6. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular carrier route presort rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-7. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular destination delivery office discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-8. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular destination SCF discount rates for each publication listed in response to interrogatory number 1.

Response

While data for each of the years requested are not available, we were able to locate some statistics for 1988. These data indicate that SCF volumes increased significantly between 1988 and 1997. .

TIME Magazine had 31% of its copies entered at the SCF level in 1988 versus 63% in 1997.

SPORTS ILLUSTRATED's SCF percentage increased from 22% in 1988 to 54% in 1997.

PEOPLE's SCF percentage rose from 10% in 1988 to 49% in 1997. Money's SCF percentage grew 35%, LIFE grew 14%, while FORTUNE increased by 7% during this same nine year period.

Overall, the Time Inc. New York based magazines increased their SCF levels from 23% in 1988

to 54% in 1997. This type of improvement should have had a positive impact upon mail processing costs, since SCF mail requires less handling than mail entered in more distant zones.

Instead, Periodicals Class mail processing costs have outpaced postal wages, inflation, and all other classes of mail during this period.

An Excel electronic spreadsheet titled "Inter" details this information and is attached. For information on the other years requested, please see response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-9. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular high density discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-10. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular saturation discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-11. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the required presort volumes mailed at second-class regular or periodical regular prebarcoded letter size discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-12. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular prebarcoded flat size discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-13. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the 3-digit city/5-digit volumes mailed at second-class regular or periodical regular prebarcoded 3-digit letter size discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-14. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the 3-digit city/5-digit volumes mailed at second-class regular or periodical regular prebarcoded 5-digit letter size discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-15. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the 3-digit city/5-digit volumes mailed at second-class regular or periodical regular prebarcoded flat size discount rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-16. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zones 1&2 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-17. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 3 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-18. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 4 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-19. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 5 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-20. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 6 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-21. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 7 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-22. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volume, total weight and advertising weight mailed at second-class regular or periodical regular rates for zone 8 for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-23. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the average percentage of nonadvertising content mailed at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1.

Response

See response to USPS/TW-3 and attached electronic spreadsheet.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-24. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed on pallets at second -class regular or periodical regular rates for each publication listed in response to interrogatory number 1 by the following pallet presort levels:

- a) 5-digit pallets
- b) 3-digit pallets
- c) SCF pallets
- d) ADC/SDC pallets
- e) BMC pallets
- f) Mixed-BMC pallets

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-25. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, for those volumes mailed on pallets at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1, please provide the average number of pieces per pallet by the following pallet presort levels:

- a) 5-digit pallets
- b) 3-digit pallets
- c) SCF pallets
- d) ADC/SDC pallets
- e) BMC pallets
- f) Mixed-BMC pallets

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-26. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, for those volumes mailed on pallets at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1, please provide the average pallet weight by the following pallet presort levels:

- a) 5-digit pallets
- b) 3-digit pallets
- c) SCF pallets
- d) ADC/SDC pallets
- e) BMC pallets
- f) Mixed-BMC pallets

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-27. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed in sacks at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1 by the following sack presort levels:

- a) Carrier route(s) sacks
- b) Firm sacks
- c) 5-digit sacks
- d) 3-digit unique city sacks
- e) 3-digit sacks
- f) SCF sacks
- g) ADC/SDC sacks
- h) Mixed sacks

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-28. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, for those volumes mailed in sacks at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1, please provide the average number of pieces per sack by the following sack presort levels:

- a) Carrier route(s) sacks
- b) Firm sacks
- c) 5-digit sacks
- d) 3-digit unique city sacks
- e) 3-digit sacks
- f) SCF sacks
- g) ADC/SDC sacks
- h) Mixed sacks

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-29. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed in trays at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1 by the following tray presort levels:

- a) Carrier route(s) trays
- b) Firm trays
- c) 5-digit trays
- d) 3-digit unique city trays
- e) 3-digit trays
- f) SCF trays
- g) ADC/SDC trays
- h) Mixed trays

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-30. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, for those volumes mailed in trays at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1, please provide the average number of pieces per tray by the following tray presort levels:

- a) Carrier route(s) trays
- b) Firm trays
- c) 5-digit trays
- d) 3-digit unique city trays
- e) 3-digit trays
- f) SCF trays
- g) ADC/SDC trays
- h) Mixed trays

Response

The data requested in these questions is required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data becomes irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-31. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed in bundles at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1.

Response

Time Warner prepares 100% of its copies in bundles with the exception of backdated copies which, because of their small volume, are mailed out as single pieces. The volumes mailed as backdates represent less than .002% of the total volume.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-32. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, for those volumes mailed in bundles at second-class regular or periodical regular rates for each publication listed in response to interrogatory number 1, please provide the average number of pieces per bundle.

Response

The data requested in these questions are required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data become irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-33. For each fiscal year (or calendar year if fiscal year is unavailable) from 1986 to present, please provide the volumes mailed at second-class regular or periodical regular rates that were plant loaded in USPS provided transportation for each publication listed in response to interrogatory number 1.

Response

The data requested in these questions are required by the Postal Service's DMU clerk upon acceptance of the mail. Once the copies are accepted and the USPS begins processing the mail, the data become irrelevant since there are no longer pallets, sacks and bundles to check against the report. Each of these reports is approximately 900 pages long, and they are not retained. As an alternative, we have selected a representative issue which approximates the average weight and circulation of each title to provide the requested data.

RESPONSES OF TIME WARNER INC. TO UNITED STATES POSTAL SERVICE

USPS/TW-34. Please provide all data furnished in response to interrogatories 1 through 33 in electronic format.

Response

See the attached electronic spreadsheets and word processing files. The data are in two Microsoft Excel files, "Inter" and "Interog", and a Microsoft Word file, "Interog".

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|-------------------------------|-------------|-------------|-------------|-------------|-------------|
| TIME MAGAZ | Average Weight Per Copy | 0.3620 | 0.3229 | 0.3285 | 0.3702 | 0.3682 |
| INTERROGATO | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES | 53 | 54 | 53 | 52 | 52 |
| USPS/TW-2 (b) | AVG # OF EDITIONS | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 216,740,992 | 221,524,642 | 209,316,551 | 223,851,462 | 246,599,967 |
| USPS/TW-4 | REQ PRESORT RATE VOLUME | 4,304,121 | 2,915,764 | 2,389,481 | 7,314,161 | 7,312,827 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 21,506,592 | 21,879,201 | 22,493,336 | 65,144,140 | 66,665,776 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 188,826,139 | 194,435,511 | 181,725,924 | 147,777,848 | 168,972,475 |
| USPS/TW-7 | DDU VOLUME | - | - | - | - | - |
| USPS/TW-8 | SCF VOLUME | 136,428,596 | 138,485,914 | 131,258,196 | 116,134,138 | 124,779,583 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-12 | REQ PRESORT PRE-BC FLATS | 3,004,426 | 2,682,212 | 2,055,602 | - | - |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 19,144,792 | 18,603,885 | 19,545,358 | - | - |
| USPS/TW-16 | ZONE 1&2 | 43,224,262 | 41,491,799 | 39,357,833 | 159,266,846 | 170,880,155 |
| USPS/TW-17 | ZONE 3 | 21,170,225 | 24,419,510 | 23,502,321 | 38,850,854 | 46,030,625 |
| USPS/TW-18 | ZONE 4 | 13,462,483 | 15,118,406 | 13,692,313 | 24,705,340 | 28,510,170 |
| USPS/TW-19 | ZONE 5 | 2,136,671 | 1,897,162 | 1,333,142 | 972,964 | 1,158,632 |
| USPS/TW-20 | ZONE 6 | 99,929 | 50,406 | 42,325 | 8,108 | 7,577 |
| USPS/TW-21 | ZONE 7 | 49,249 | 10,556 | 42,632 | 5,898 | 6,804 |
| USPS/TW-22 | ZONE 8 | 169,577 | 50,889 | 87,789 | 41,452 | 5,004 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 52.18% | 55.72% | 54.09% | 45.48% | 48.70% |
| USPS/TW-24 (a) | 5 DIGIT pallets | 494,127 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 1,095,878 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets | 2,538,412 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets | 13,822 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets | 42,534 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | 5 DIGIT pallets | 1,160 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 3,665 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets | 3,284 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets | 1,536 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets | 1,849 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets | - | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | 5 DIGIT pallets | 420 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,327 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets | 1,189 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets | 556 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets | 669 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets | - | - | - | N/A | N/A |
| USPS/TW-26 (f) | mixed BMC pallets | - | - | - | N/A | N/A |
| USPS/TW-27 (a) | CR sacks | 21,225 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks | 19,352 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks | 6,277 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks | 9,899 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 5,674 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack | 41 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack | 20 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack | 13 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack | 11 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - | N/A | N/A |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - | N/A | N/A |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 216,740,992 | 221,524,642 | 209,316,551 | 223,851,462 | 246,599,967 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 18 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 33,274,089 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|--------------------------------|-------------|-------------|-------------|-------------|-------------|
| SI | Average Weight Per Copy | 0.3847 | 0.3761 | 0.3561 | 0.416 | 0.437 |
| INTERROGATOR | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES: | 52 | 53 | 53 | 54 | 54 |
| USPS/TW-2 (b) | AVG # OF EDITIONS | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 163,306,820 | 168,552,760 | 162,362,118 | 189,521,925 | 174,873,496 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 3,029,606 | 2,067,696 | 2,236,497 | 6,652,886 | 6,693,417 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 17,460,954 | 19,466,599 | 17,561,497 | 42,071,942 | 40,605,626 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 142,391,475 | 146,571,049 | 139,811,165 | 140,277,607 | 127,140,054 |
| USPS/TW-7 | DDU VOLUME | - | - | - | - | - |
| USPS/TW-8 | SCF VOLUME | 88,618,027 | 89,319,707 | 83,867,204 | 64,835,451 | 37,824,776 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE- BC FLATS | 1,954,399 | 1,737,071 | 1,293,056 | - | - |
| USPS/TW-13 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-14 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 16,442,980 | 17,536,393 | 16,618,059 | - | - |
| USPS/TW-16 | ZONE 1&2: | 41,875,166 | 42,252,999 | 38,477,688 | 113,600,199 | 101,252,663 |
| USPS/TW-17 | ZONE 3: | 20,451,867 | 23,203,285 | 23,405,854 | 47,584,775 | 47,745,195 |
| USPS/TW-18 | ZONE 4: | 10,772,363 | 12,097,093 | 13,314,525 | 23,474,923 | 23,013,352 |
| USPS/TW-19 | ZONE 5: | 1,340,512 | 1,451,235 | 1,967,517 | 3,690,521 | 2,289,378 |
| USPS/TW-20 | ZONE 6: | 12,345 | 34,360 | 455,446 | 186,629 | 35,411 |
| USPS/TW-21 | ZONE 7: | 198,418 | 158,193 | 622,841 | 618,342 | 535,764 |
| USPS/TW-22 | ZONE 8: | 38,122 | 35,888 | 251,043 | 366,536 | 1,733 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 53.81% | 53.34% | 53.83% | 53.94% | 53.30% |
| USPS/TW-24 (a) | 5 DIGIT pallets: | 363,737 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 800,809 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 1,925,927 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 10,746 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 27,590 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | 5 DIGIT pallets: | 764 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 2,705 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 2,514 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 1,075 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 1,452 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | 5 DIGIT pallets: | 294 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,041 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 967 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 413 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 559 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - | N/A | N/A |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - | N/A | N/A |
| USPS/TW-27 (a) | CR sacks: | 9,114 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 8,637 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 168 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 1,854 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 85 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 30 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 15 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 19 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 29 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 7 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - | N/A | N/A |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - | N/A | N/A |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 163,306,820 | 168,552,760 | 162,362,118 | 189,521,925 | 174,873,496 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 14 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 29,346,720 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|--------------------------------|-------------|-------------|------------|------------|------------|
| PEOPLE | Average Weight Per Copy | 0.4919 | 0.4332 | 0.4291 | 0.4829 | 0.4902 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES: | 51 | 52 | 52 | 53 | 51 |
| USPS/TW-2 (b) | AVG.# OF EDITIONS | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 110,150,982 | 108,478,383 | 99,526,764 | 84,908,086 | 80,379,058 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 4,712,176 | 4,339,135 | 4,797,637 | 4,364,064 | 4,382,343 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 20,189,159 | 22,737,069 | 23,257,776 | 31,209,190 | 28,725,195 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 84,237,866 | 81,402,179 | 71,148,906 | 47,716,142 | 45,570,072 |
| USPS/TW-7 | DDU VOLUME | - | - | - | - | - |
| USPS/TW-8 | SCF VOLUME | 54,083,846 | 49,148,501 | 42,412,278 | - | 8,118,285 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 2,397,780 | 2,677,740 | 2,897,685 | - | - |
| USPS/TW-13 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-14 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 18,263,040 | 19,262,464 | 18,987,301 | - | - |
| USPS/TW-16 | ZONE 1&2: | 23,884,780 | 23,868,326 | 22,256,279 | 43,265,643 | 42,186,408 |
| USPS/TW-17 | ZONE 3: | 19,545,228 | 19,907,543 | 18,765,686 | 25,732,793 | 21,723,978 |
| USPS/TW-18 | ZONE 4: | 11,833,686 | 14,058,227 | 13,664,780 | 13,429,773 | 14,199,332 |
| USPS/TW-19 | ZONE 5: | 591,578 | 1,225,763 | 2,037,119 | 1,799,349 | 1,760,301 |
| USPS/TW-20 | ZONE 6: | 47,656 | 136,334 | 266,927 | 380,278 | 252,812 |
| USPS/TW-21 | ZONE 7: | 101,863 | 72,197 | 64,617 | 256,594 | 251,444 |
| USPS/TW-22 | ZONE 8: | 62,345 | 61,492 | 59,078 | 43,656 | 8,300 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 48.80% | 50.08% | 50.92% | 48.34% | 45.50% |
| USPS/TW-24 (a) | (VOL) 5 DIGIT pallets: | 289,851 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 590,547 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 1,376,490 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 12,597 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 33,881 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | (AVG) 5 DIGIT pallets: | 656 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 2,051 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 1,840 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 840 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 892 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | (WT) 5 DIGIT pallets: | 323 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,009 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 905 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 413 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 439 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - | - | - |
| USPS/TW-27 (a) | CR sacks: | 4,728 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 9,245 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 5,269 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 13,233 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 3,050 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 21 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 10 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 19 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 20 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 10 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - | N/A | N/A |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - | N/A | N/A |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 110,150,982 | 108,478,383 | 99,526,764 | 84,908,086 | 80,379,058 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 30,582,813 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | |
|---|--------------------------------|------------|------------|------------|
| ENT. WEEKLY | Average Weight Per Copy | 0.3622 | 0.3503 | 0.3547 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 |
| USPS/TW-2 (a) | # OF ISSUES: | 48 | 50 | 48 |
| USPS/TW-2 (b) | AVG.# OF EDITIONS | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 60,711,647 | 59,618,968 | 55,192,265 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 2,829,376 | 2,253,110 | 2,452,618 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 24,748,011 | 25,270,407 | 24,603,236 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 32,822,104 | 31,786,850 | 28,136,411 |
| USPS/TW-7 | DDU VOLUME | - | - | - |
| USPS/TW-8 | SCF VOLUME | 17,357,997 | 8,796,169 | 8,160,303 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 2,437,311 | 2,156,226 | 2,291,894 |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 24,456,250 | 24,557,782 | 24,500,080 |
| USPS/TW-16 | ZONE 1&2: | 22,864,730 | 15,827,702 | 14,539,462 |
| USPS/TW-17 | ZONE 3: | 11,151,238 | 7,078,234 | 6,926,369 |
| USPS/TW-18 | ZONE 4: | 6,067,611 | 12,413,262 | 12,413,507 |
| USPS/TW-19 | ZONE 5: | 2,856,165 | 13,214,038 | 11,691,562 |
| USPS/TW-20 | ZONE 6: | 204,121 | 1,824,057 | 1,076,885 |
| USPS/TW-21 | ZONE 7: | 194,213 | 252,066 | 215,663 |
| USPS/TW-22 | ZONE 8: | 15,572 | 213,440 | 168,514 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 60.76% | 61.77% | 65.65% |
| USPS/TW-24 (a) (VOL) | 5 DIGIT pallets: | 21,438 | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 376,341 | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 701,474 | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 120,222 | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 153,087 | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (a) (AVG) | 5 DIGIT pallets: | 1,949 | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 3,085 | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 2,551 | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 1,794 | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 2,251 | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-26 (a) (WT) | 5 DIGIT pallets: | 706 | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,117 | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 924 | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 650 | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 815 | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - |
| USPS/TW-27 (a) (VOL) | CR sacks: | 10,009 | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 12,268 | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 4,738 | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 11,169 | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 3,957 | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 21 | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 13 | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 14 | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 14 | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 13 | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 60,711,647 | 59,618,968 | 56,648,766 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 12 | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 24,808,032 | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|--------------------------------|------------|------------|------------|------------|------------|
| FORTUNE | Average Weight Per Copy | 0.8548 | 0.8451 | 0.8422 | 0.8221 | 0.7631 |
| INTERROGATOR | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES: | 25 | 25 | 25 | 28 | 27 |
| USPS/TW-2 (b) | AVG.# OF EDITIONS | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 17,112,553 | 18,180,830 | 17,381,213 | 17,535,358 | 17,017,529 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 1,343,054 | 984,147 | 1,115,541 | 2,017,031 | 2,082,565 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 8,311,575 | 8,828,689 | 8,997,497 | 12,001,650 | 11,584,456 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 6,988,557 | 8,080,738 | 7,268,175 | 3,322,966 | 3,131,411 |
| USPS/TW-7 | DDU VOLUME | 0 | 0 | 0 | - | - |
| USPS/TW-8 | SCF VOLUME | 4,482,474 | 4,800,743 | 4,552,668 | 2,763,572 | 3,216,313 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 489,667 | 585,456 | 423,963 | - | - |
| USPS/TW-13 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-14 | DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 5,374,607 | 6,499,283 | 4,968,357 | - | - |
| USPS/TW-16 | ZONE 1&2: | 7,912,623 | 8,525,761 | 8,250,752 | 13,207,310 | 11,269,165 |
| USPS/TW-17 | ZONE 3: | 2,414,651 | 2,610,990 | 2,331,521 | 2,411,657 | 2,260,441 |
| USPS/TW-18 | ZONE 4: | 1,411,074 | 1,416,238 | 1,376,338 | 1,190,126 | 2,075,407 |
| USPS/TW-19 | ZONE 5: | 540,489 | 479,650 | 462,616 | 217,342 | 998,929 |
| USPS/TW-20 | ZONE 6: | 22,966 | 17,555 | 100,136 | 131,529 | 155,049 |
| USPS/TW-21 | ZONE 7: | 135,267 | 141,046 | 141,407 | 77,297 | 67,212 |
| USPS/TW-22 | ZONE 8: | 193,009 | 188,847 | 165,775 | 300,097 | 191,326 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 40.84% | 40.21% | 37.45% | 34.59% | 36.42% |
| USPS/TW-24 (a) (vol) | 5 DIGIT pallets: | 17,564 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 205,373 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 264,377 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 55,522 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 87,793 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) (avg) | 5 DIGIT pallets: | 1,255 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 1,630 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 1,528 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 957 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 1,111 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) (wt) | 5 DIGIT pallets: | 1,072 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,393 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 1,306 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 818 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 950 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - | - | - |
| USPS/TW-27 (a) | CR sacks: | 1,189 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 5,506 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 1,778 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 3,106 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 1,355 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 15 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 18 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 17 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 8 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - | - | - |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - | - | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 17,112,553 | 18,180,830 | 17,381,213 | 17,535,358 | 17,017,529 |
| USPS/TW-32 | VERAGE PIECES PER BUNDLE | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 2,401,775 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|--------------------------------|------------|------------|------------|------------|------------|
| MONEY | Average Weight Per Copy | 0.657 | 0.6105 | 0.617 | 0.6272 | 0.6534 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES: | 13 | 13 | 13 | 13 | 13 |
| USPS/TW-2 (b) | AVG # OF EDITIONS: | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 23,036,676 | 23,654,172 | 22,137,780 | 22,395,478 | 21,811,502 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 1,395,665 | 962,338 | 1,124,833 | 809,561 | 943,858 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 6,617,107 | 6,597,766 | 6,951,666 | 8,514,448 | 8,337,763 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 15,005,886 | 16,023,273 | 14,010,136 | 1,306,403 | 11,928,665 |
| USPS/TW-7 | DDU VOLUME | 0 | 0 | 0 | - | - |
| USPS/TW-8 | SCF VOLUME | 10,204,229 | 10,523,261 | 9,553,210 | 2,649,385 | 2,028,470 |
| USPS/TW-9 | HIGH DENSITY VOLUME | 0 | 0 | 0 | 0 | 0 |
| USPS/TW-10 | SATURATION VOLUME | 0 | 0 | 0 | 0 | 0 |
| USPS/TW-11 | PREBARCODED LETTER | 0 | 0 | 0 | 0 | 0 |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 577,213 | 636,400 | 618,150 | 0 | 0 |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | 0 | 0 | 0 | 0 | 0 |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | 0 | 0 | 0 | 0 | 0 |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 5,254,821 | 5,689,789 | 5,716,624 | - | - |
| USPS/TW-16 | ZONE 1&2: | 7,847,356 | 8,109,928 | 7,650,834 | 12,597,142 | 9,821,241 |
| USPS/TW-17 | ZONE 3: | 1,821,164 | 1,903,761 | 1,777,589 | 2,816,963 | 4,189,787 |
| USPS/TW-18 | ZONE 4: | 2,161,166 | 2,202,219 | 2,157,522 | 3,510,583 | 3,818,327 |
| USPS/TW-19 | ZONE 5: | 673,716 | 644,956 | 656,873 | 1,909,579 | 2,052,262 |
| USPS/TW-20 | ZONE 6: | 62,250 | 59,389 | 66,629 | 605,549 | 669,476 |
| USPS/TW-21 | ZONE 7: | 96,318 | 71,845 | 99,266 | 759,224 | 960,673 |
| USPS/TW-22 | ZONE 8: | 170,477 | 138,813 | 175,857 | 196,538 | 289,736 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | | | | 40.25% | 21,811,502 |
| USPS/TW-24 (a) (vol) | 5 DIGIT pallets: | 69,814 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 473,051 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 993,541 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 42,964 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 78,112 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) (avg) | 5 DIGIT pallets: | 851 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 1,714 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 1,693 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 1,074 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 1,149 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) (wt) | 5 DIGIT pallets: | 559 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,126 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 1,112 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 706 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 755 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - | - | - |
| USPS/TW-27 (a) (vol) | CR sacks: | 3,576 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 17,561 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 7,031 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 24,567 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 2,139 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 20 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 9 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 24 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 21 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - | - | - |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - | - | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 23,036,676 | 23,654,172 | 22,137,780 | 22,395,478 | 21,811,502 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 9 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 258,532 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | | | |
|---|--------------------------------|------------|------------|------------|------------|------------|
| LIFE | Average Weight Per Copy | 0.4981 | 0.5087 | 0.4807 | 0.7472 | 0.8220 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 | 1989 | 1988 |
| USPS/TW-2 (a) | # OF ISSUES: | 13 | 13 | 13 | 14 | 14 |
| USPS/TW-2 (b) | AVG.# OF EDITIONS | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 16,317,159 | 16,059,623 | 15,614,935 | 16,178,475 | 17,039,673 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 1,077,582 | 579,507 | 853,787 | 1,556,375 | 1,685,385 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 6,970,079 | 7,453,935 | 6,872,187 | 8,307,390 | 7,990,286 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 8,210,918 | 7,954,053 | 7,838,961 | 6,260,245 | 7,314,094 |
| USPS/TW-7 | DDU VOLUME | - | - | - | - | - |
| USPS/TW-8 | SCF VOLUME | 2,525,709 | 2,514,316 | 2,417,803 | 110,014 | 204,476 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE BC FLATS | 551,278 | 497,293 | 454,917 | - | - |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 5,910,235 | 6,294,722 | 6,013,450 | - | - |
| USPS/TW-16 | ZONE 1&2: | 2,128,271 | 2,116,089 | 2,060,927 | 1,126,348 | 3,757,597 |
| USPS/TW-17 | ZONE 3: | 2,688,918 | 2,766,061 | 2,825,400 | 821,765 | 2,159,070 |
| USPS/TW-18 | ZONE 4: | 4,079,207 | 4,071,438 | 3,984,174 | 3,069,391 | 2,865,335 |
| USPS/TW-19 | ZONE 5: | 3,029,691 | 2,870,631 | 2,708,881 | 4,034,397 | 3,045,247 |
| USPS/TW-20 | ZONE 6: | 1,153,606 | 1,065,114 | 977,674 | 5,424,925 | 1,528,294 |
| USPS/TW-21 | ZONE 7: | 501,301 | 489,115 | 474,978 | 1,173,046 | 775,167 |
| USPS/TW-22 | ZONE 8: | 210,456 | 166,859 | 165,125 | 527,623 | 2,908,963 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 58.60% | 60.86% | - | 57.40% | 60.53% |
| USPS/TW-24 (a) (vol) | 5 DIGIT pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 268,436 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 559,130 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 138,514 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 135,581 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | 0 | N/A | N/A | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | 0 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) (avg) | 5 DIGIT pallets: | - | N/A | N/A | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 2,294 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 2,086 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 1,649 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 1,784 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | 0 | N/A | N/A | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | 0 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) (wt) | 5 DIGIT pallets: | 1143 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1039 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 821 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 889 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 0 | N/A | N/A | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | 0 | 0 | 0 | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | 0 | 0 | 0 | - | - |
| USPS/TW-27 (a) | CR sacks: | 1,701 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 57,326 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 6,117 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 25,759 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 1,357 | N/A | N/A | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 19 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 11 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 20 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 32 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 9 | N/A | N/A | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | 0 | 0 | 0 | - | - |
| USPS/TW-30 (a-h) | Pieces per tray | 0 | 0 | 0 | - | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 16,317,159 | 16,059,623 | 15,614,935 | 16,178,475 | 17,039,673 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 12 | N/A | N/A | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 1020334 | N/A | N/A | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | |
|---|--------------------------------|------------|------------|------------|
| SI FOR KIDS | Average Weight Per Copy | 0.3805 | 0.3887 | 0.3499 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 |
| USPS/TW-2 (a) | # OF ISSUES: | 13 | 12 | 12 |
| USPS/TW-2 (b) | AVG # OF EDITIONS | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 13,296,506 | 10,923,199 | 11,628,594 |
| USPS/TW-4 | REQ. PRESORT RATE VOLUME | 3,145,013 | 2,506,438 | 2,666,247 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 5,203,467 | 4,010,277 | 5,448,680 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 4,948,026 | 4,406,484 | 3,513,667 |
| USPS/TW-7 | DDU VOLUME | - | - | - |
| USPS/TW-8 | SCF VOLUME | 141,784 | 124,866 | 125,791 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 438,150 | 389,070 | 389,619 |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 5,129,641 | 3,413,076 | 4,685,998 |
| USPS/TW-16 | ZONE 1&2: | 415,747 | 308,512 | 313,838 |
| USPS/TW-17 | ZONE 3: | 727,759 | 575,158 | 595,043 |
| USPS/TW-18 | ZONE 4: | 4,366,273 | 3,569,438 | 3,788,994 |
| USPS/TW-19 | ZONE 5: | 5,224,519 | 4,306,386 | 4,579,155 |
| USPS/TW-20 | ZONE 6: | 518,777 | 431,064 | 480,254 |
| USPS/TW-21 | ZONE 7: | 353,471 | 302,068 | 328,730 |
| USPS/TW-22 | ZONE 8: | 1,548,176 | 1,305,707 | 1,416,789 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 65.59% | 65.05% | 68.83% |
| USPS/TW-24 (a) (VO) | 5 DIGIT pallets: | - | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 157,532 | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 325,568 | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 200,535 | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 325,068 | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (a) (AVG) | 5 DIGIT pallets: | - | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 2,716 | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 2,736 | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 2,332 | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 2,390 | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-26 (a) (WT) | 5 DIGIT pallets: | - | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 1,033 | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 1,041 | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 887 | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 909 | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - |
| USPS/TW-27 (a) (VOL) | CR sacks: | 1,131 | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 12,631 | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 469 | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 2,291 | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 1,430 | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 18 | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 33 | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 10 | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 14 | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 13 | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | N/A | N/A |
| USPS/TW-30 (a-h) | Pieces per tray | - | N/A | N/A |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 13,296,506 | 11,948,651 | 11,628,594 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 14 | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | - | N/A | N/A |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | |
|---|------------------------------------|----------------|----------------|---------------|
| TIME FOR KIDS | Average Weight Per Copy | 0.03420 | 0.02930 | |
| | | (96/97 school) | (95/96 school) | not published |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 |
| USPS/TW-2 (a) | # OF ISSUES: | 28 | 26 | - |
| USPS/TW-2 (b) | AVG # OF EDITIONS | N/A | N/A | - |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | - |
| USPS/TW-3 | TOTAL VOLUME | 34,401,921 | 20,569,252 | - |
| USPS/TW-4 | REQUIRED PRESORT RATE VOLUME | 435,904 | 297,570 | - |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 839,888 | 435,292 | - |
| USPS/TW-6 | CARRIER ROUTE VOLUME | - | - | - |
| USPS/TW-7 | DDU VOLUME | - | - | - |
| USPS/TW-8 | SCF VOLUME | 10,338,420 | 3,553,992 | - |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - |
| USPS/TW-12 | REQUIRED PRESORT PREBARCODED FLATS | - | - | - |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | - | - | - |
| USPS/TW-16 | ZONE 1&2: | 19,993,228 | 12,968,436 | - |
| USPS/TW-17 | ZONE 3: | 3,130,595 | 2,856,024 | - |
| USPS/TW-18 | ZONE 4: | 677,452 | 1,083,030 | - |
| USPS/TW-19 | ZONE 5: | 64,885 | 87,360 | - |
| USPS/TW-20 | ZONE 6: | 0 | 0 | - |
| USPS/TW-21 | ZONE 7: | 13,720 | 10,244 | - |
| USPS/TW-22 | ZONE 8: | 183,621 | 10,166 | - |
| USPS/TW-23 | NON-ADVERTISING CONTENT: | 100.00% | 100.00% | - |
| USPS/TW-24 (a) (VOL) | 5 DIGIT pallets: | - | N/A | - |
| USPS/TW-24 (a) | Unique city pallet | 215,769 | N/A | - |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 647,971 | N/A | - |
| USPS/TW-24 (c) | SCF pallets: | 374,878 | N/A | - |
| USPS/TW-24 (d) | ADC/SDC pallets: | 450,374 | N/A | - |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | - |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | - |
| USPS/TW-25 (a) (AVG) | 5 DIGIT pallets: | - | N/A | - |
| USPS/TW-25 (a) | Unique city pallet | 6,743 | N/A | - |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 7,714 | N/A | - |
| USPS/TW-25 (c) | SCF pallets: | 6,046 | N/A | - |
| USPS/TW-25 (d) | ADC/SDC pallets: | 9,007 | N/A | - |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | - |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | - |
| USPS/TW-26 (a) (WT) | 5 DIGIT pallets: | - | N/A | - |
| USPS/TW-26 (a) | Unique city pallet | 231 | N/A | - |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 264 | N/A | - |
| USPS/TW-26 (c) | SCF pallets: | 207 | N/A | - |
| USPS/TW-26 (d) | ADC/SDC pallets: | 308 | N/A | - |
| USPS/TW-26 (e) | BMC pallets: | - | N/A | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | N/A | - |
| USPS/TW-27 (a) (VOL) | CR sacks: | - | N/A | - |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | - |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 150,979 | N/A | - |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | - | N/A | - |
| USPS/TW-27 (e) | 3 DIGIT sacks: | - | N/A | - |
| USPS/TW-27 (f) | SCF sacks | - | N/A | - |
| USPS/TW-27 (g) | ADC/SDC sacks | - | N/A | - |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | - |
| USPS/TW-28 (a) | Pieces per CR sack: | - | N/A | - |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | - |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 93 | N/A | - |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | - | N/A | - |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | - | N/A | - |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | - |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | - | N/A | - |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | - |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | N/A | - |
| USPS/TW-30 (a-h) | Pieces per tray | - | N/A | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 34,401,921 | N/A | - |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 26 | N/A | - |
| USPS/TW-33 | PLANT LOADED VOLUMES | - | N/A | - |

| INTERROGATORY RESPONSE OF TIME WARNER INC. (USPS/TW-1-34) | | | | |
|---|--------------------------------|-----------|-----------|-----------|
| IN STYLE | Average Weight Per Copy | 0.9726 | 0.6848 | 0.5467 |
| INTERROGATORY | DESCRIPTION | 1997 | 1996 | 1995 |
| USPS/TW-2 (a) | # OF ISSUES: | 13 | 12 | 12 |
| USPS/TW-2 (b) | AVG # OF EDITIONS | N/A | N/A | N/A |
| USPS/TW-2 (c) | VERSION TYPE | N/A | N/A | N/A |
| USPS/TW-3 | TOTAL VOLUME | 4,957,051 | 3,626,116 | 1,911,448 |
| USPS/TW-4 | RE. PRESORT RATE VOLUME | 627,133 | 423,789 | 352,092 |
| USPS/TW-5 | 3 DIGIT/5 DIGIT VOLUME | 3,491,075 | 2,794,602 | 1,472,723 |
| USPS/TW-6 | CARRIER ROUTE VOLUME | 838,843 | 406,343 | 86,001 |
| USPS/TW-7 | DDU VOLUME | - | - | - |
| USPS/TW-8 | SCF VOLUME | 56,384 | 42,591 | 19,133 |
| USPS/TW-9 | HIGH DENSITY VOLUME | - | - | - |
| USPS/TW-10 | SATURATION VOLUME | - | - | - |
| USPS/TW-11 | PREBARCODED LETTER | - | - | - |
| USPS/TW-12 | REQ. PRESORT PRE-BC FLATS | 123,238 | 263,450 | 216,655 |
| USPS/TW-13 | 3 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-14 | 5 DIGIT PREBARCODED LETTER | - | - | - |
| USPS/TW-15 | 3/5 PREBARCODED FLATS | 1,489,396 | 2,673,349 | 1,358,620 |
| USPS/TW-16 | ZONE 1&2: | 266,384 | 194,680 | 104,635 |
| USPS/TW-17 | ZONE 3: | 277,076 | 215,450 | 113,680 |
| USPS/TW-18 | ZONE 4: | 679,386 | 525,852 | 283,972 |
| USPS/TW-19 | ZONE 5: | 1,963,619 | 1,409,848 | 749,054 |
| USPS/TW-20 | ZONE 6: | 450,194 | 319,297 | 170,695 |
| USPS/TW-21 | ZONE 7: | 1,212,387 | 878,152 | 447,623 |
| USPS/TW-22 | ZONE 8: | 51,621 | 40,246 | 22,656 |
| USPS/TW-23 | NON-ADVERTISING CONTENT | 52.73% | 55.41% | 61.37% |
| USPS/TW-24 (a) (vol) | 5 DIGIT pallets: | 26,879 | N/A | N/A |
| USPS/TW-24 (a) | Unique city pallet | 110,363 | N/A | N/A |
| USPS/TW-24 (b) | 3 DIGIT pallets: | 195,313 | N/A | N/A |
| USPS/TW-24 (c) | SCF pallets: | 19,411 | N/A | N/A |
| USPS/TW-24 (d) | ADC/SDC pallets: | 26,677 | N/A | N/A |
| USPS/TW-24 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-24 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (a) (avg) | 5 DIGIT pallets: | 390 | N/A | N/A |
| USPS/TW-25 (a) | Unique city pallet | 783 | N/A | N/A |
| USPS/TW-25 (b) | 3 DIGIT pallets: | 708 | N/A | N/A |
| USPS/TW-25 (c) | SCF pallets: | 347 | N/A | N/A |
| USPS/TW-25 (d) | ADC/SDC pallets: | 430 | N/A | N/A |
| USPS/TW-25 (e) | BMC pallets: | - | N/A | N/A |
| USPS/TW-25 (f) | mixed BMC pallets: | - | N/A | N/A |
| USPS/TW-26 (a) (wt) | 5 DIGIT pallets: | 379 | N/A | N/A |
| USPS/TW-26 (a) | Unique city pallet | 761 | N/A | N/A |
| USPS/TW-26 (b) | 3 DIGIT pallets: | 688 | N/A | N/A |
| USPS/TW-26 (c) | SCF pallets: | 337 | N/A | N/A |
| USPS/TW-26 (d) | ADC/SDC pallets: | 418 | N/A | N/A |
| USPS/TW-26 (e) | BMC pallets: | - | - | - |
| USPS/TW-26 (f) | mixed BMC pallets: | - | - | - |
| USPS/TW-27 (a) | CR sacks | 771 | N/A | N/A |
| USPS/TW-27 (b) | FIRM sacks | - | N/A | N/A |
| USPS/TW-27 (c) | 5 DIGIT sacks: | 10,073 | N/A | N/A |
| USPS/TW-27 (d) | 3Dig Uni City sacks: | 9,656 | N/A | N/A |
| USPS/TW-27 (e) | 3 DIGIT sacks: | 20,869 | N/A | N/A |
| USPS/TW-27 (f) | SCF sacks | - | N/A | N/A |
| USPS/TW-27 (g) | ADC/SDC sacks | 6,027 | N/A | N/A |
| USPS/TW-27 (h) | Mixed sacks | - | N/A | N/A |
| USPS/TW-28 (a) | Pieces per CR sack: | 15 | N/A | N/A |
| USPS/TW-28 (b) | Pieces per FIRM sack: | - | N/A | N/A |
| USPS/TW-28 (c) | Pieces per 5 DIGIT sack: | 9 | N/A | N/A |
| USPS/TW-28 (d) | Pieces per 3Dig Uni City sack: | 16 | N/A | N/A |
| USPS/TW-28 (e) | Pieces per 3 DIGIT sack: | 15 | N/A | N/A |
| USPS/TW-28 (f) | Pieces per SCF sack: | - | N/A | N/A |
| USPS/TW-28 (g) | Pieces per ADC/SDC sack: | 13 | N/A | N/A |
| USPS/TW-28 (h) | Pieces per Mixed sack: | - | N/A | N/A |
| USPS/TW-29 (a-h) | Volume mailed in trays | - | - | - |
| USPS/TW-30 (a-h) | Pieces per tray | - | - | - |
| USPS/TW-31 | VOLUMES MAILED IN BUNDLES | 4,957,051 | 3,626,116 | 1,911,448 |
| USPS/TW-32 | AVERAGE PIECES PER BUNDLE | 10 | N/A | N/A |
| USPS/TW-33 | PLANT LOADED VOLUMES | 377,365 | N/A | N/A |

INTERROGARORY ANALYSIS BACKUP

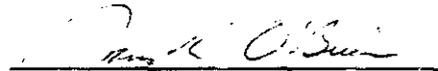
2/3/98

| 1997 | | | | | | | |
|---------------------|-------------|-------------|---------------|--------------|----------------|-------------|--------------|
| | TIME | SI | PEOPLE | MONEY | FORTUNE | LIFE | TOTAL |
| TOTAL VOLUME | 216,740,992 | 163,306,820 | 110,150,982 | 23,036,676 | 17,112,553 | 16,317,159 | 546,665,182 |
| C/R PRESORT | 188,826,139 | 142,391,475 | 84,237,866 | 15,005,886 | 6,988,557 | 8,210,918 | 445,660,841 |
| % C/R | 87% | 87% | 76% | 65% | 41% | 50% | 82% |
| SCF VOLUME | 136,428,596 | 88,618,027 | 54,083,846 | 10,204,229 | 4,482,474 | 2,525,709 | 296,342,881 |
| % SCF | 63% | 54% | 49% | 44% | 26% | 15% | 54% |
| 1988 | | | | | | | |
| | TIME | SI | PEOPLE | MONEY | FORTUNE | LIFE | TOTAL |
| TOTAL VOLUME | 246,599,967 | 174,873,496 | 80,379,058 | 21,811,502 | 17,017,529 | 17,039,673 | 557,721,225 |
| C/R PRESORT | 168,972,475 | 127,140,054 | 45,570,072 | 11,928,665 | 3,131,411 | 7,314,094 | 364,056,771 |
| % C/R | 69% | 73% | 57% | 55% | 18% | 43% | 65% |
| SCF VOLUME | 75,459,590 | 37,947,549 | 8,118,285 | 2,028,470 | 3,216,313 | 204,476 | 126,974,682 |
| % SCF | 31% | 22% | 10% | 9% | 19% | 1% | 23% |

DECLARATION

I, James R. O'Brien, declare under penalty of perjury that the foregoing answers are true and correct, to the best of my knowledge, information, and belief.

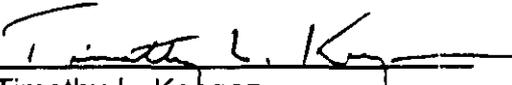
Date: 2 4 98



James R. O'Brien
Director, Distribution & Postal Affairs

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document on all participants of record in this proceeding in accordance with section 12 of the Rules of Practice.



Timothy L. Keegan

February 5, 1998